

Figure 1  
(Prior Art)

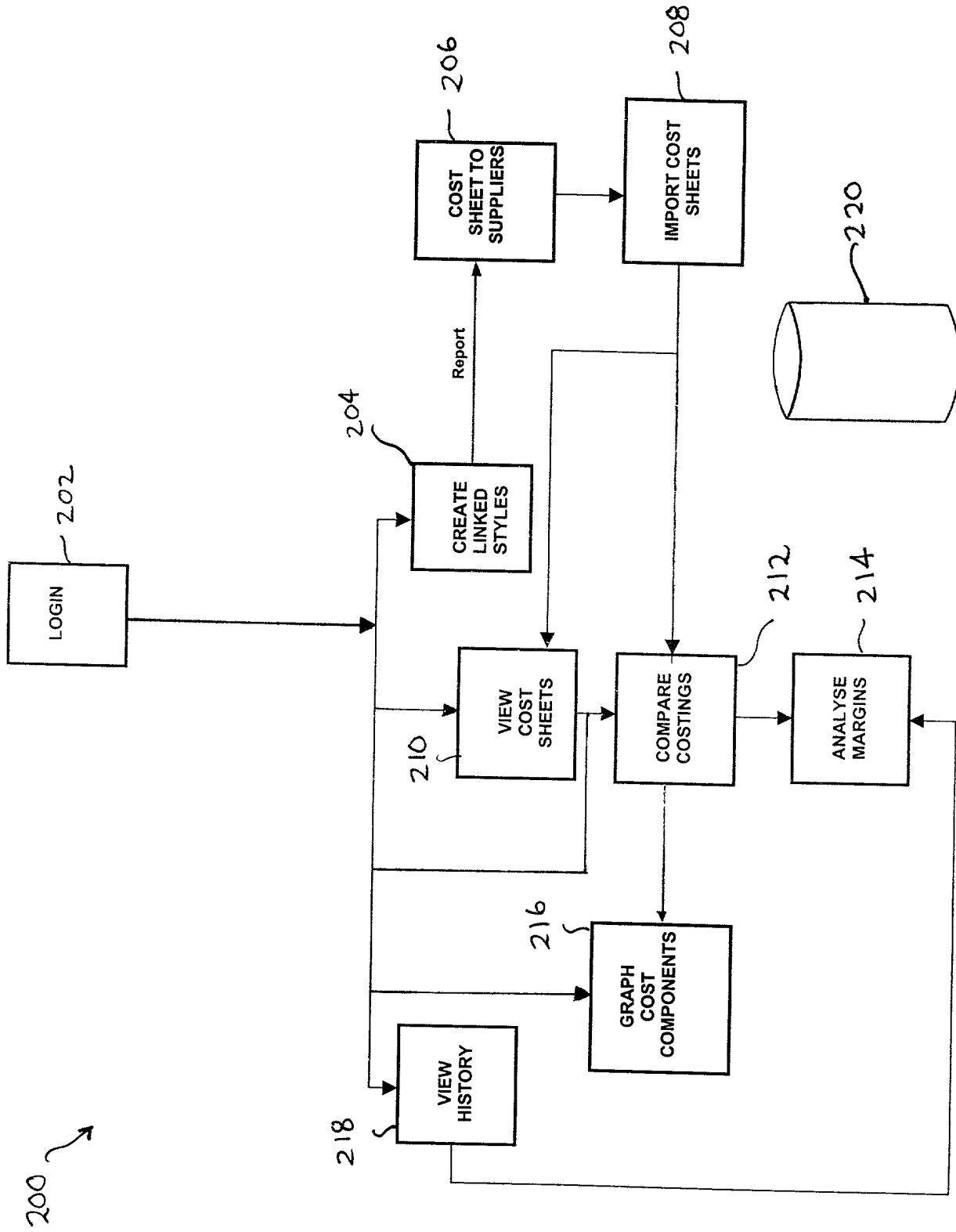


FIG. 2

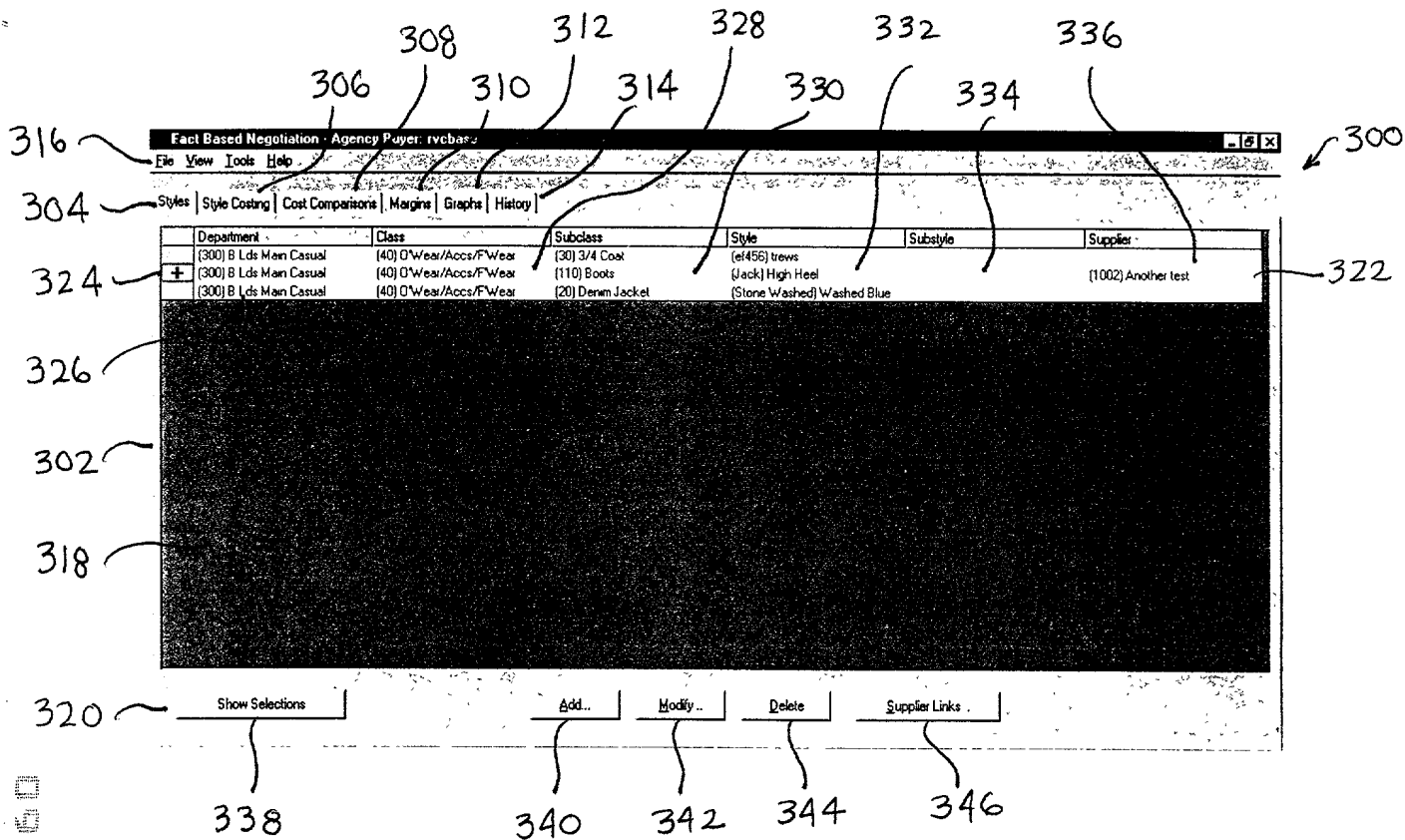


FIG. 3

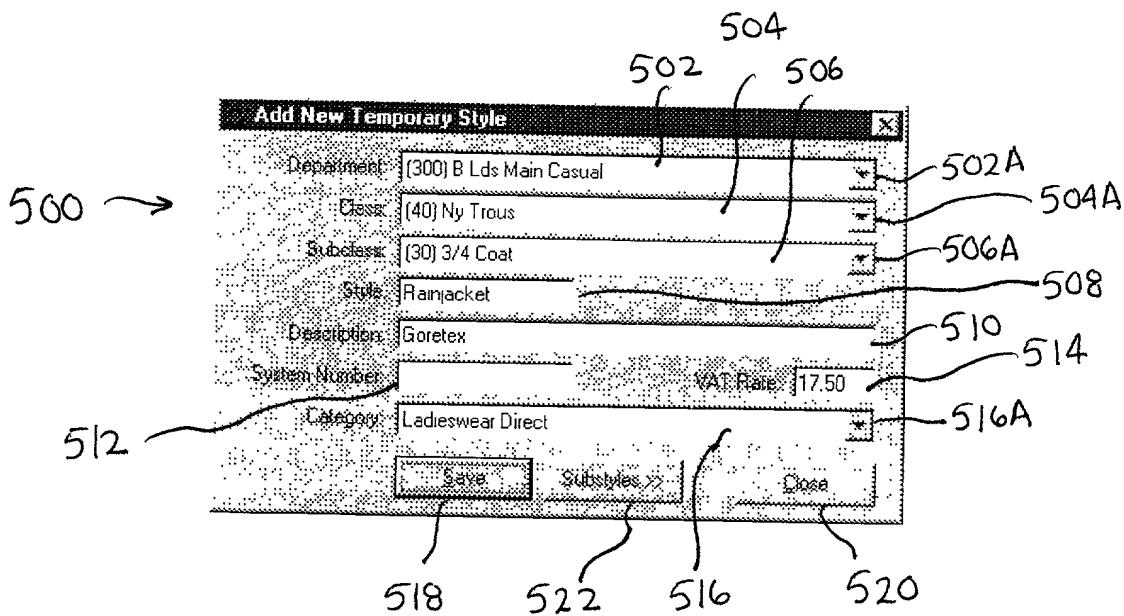
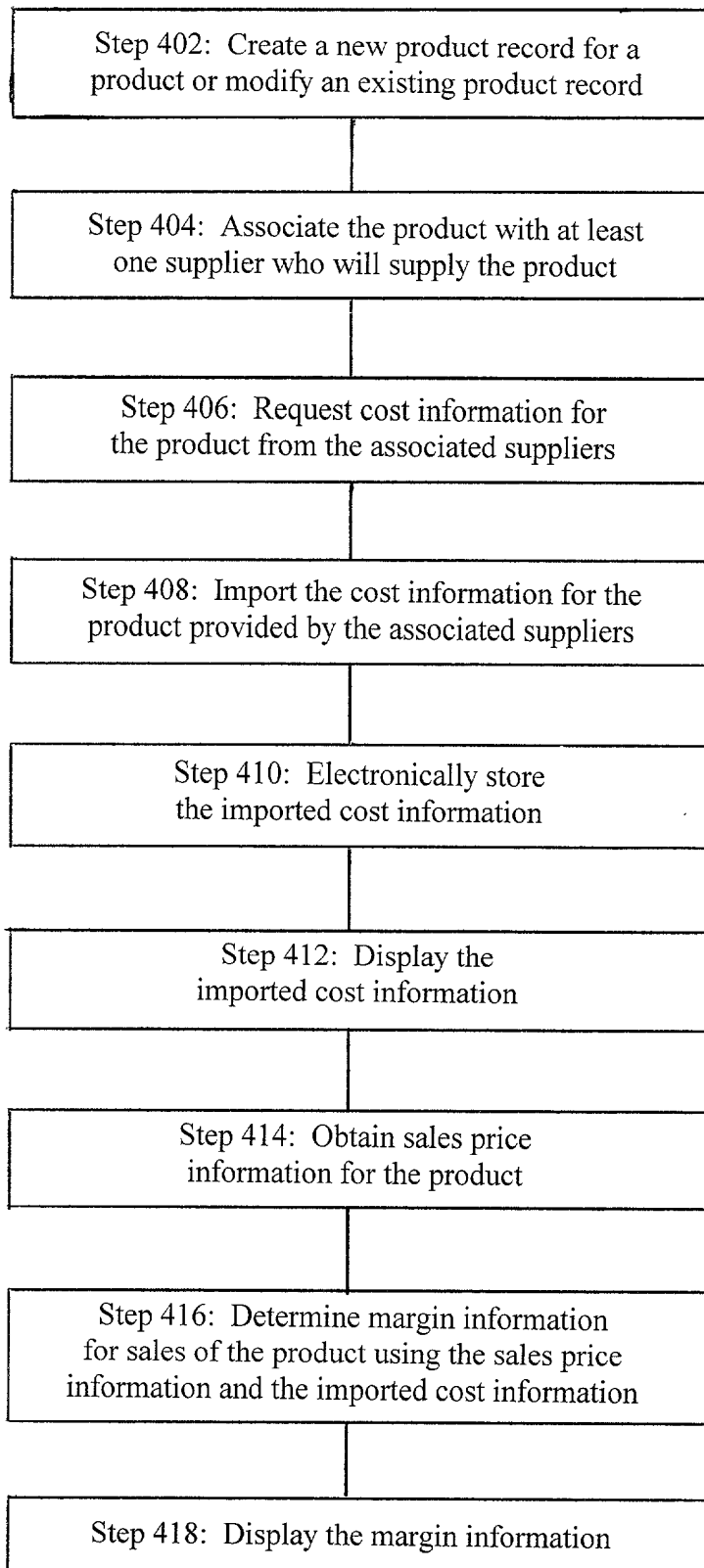


FIG. 5

400 ↘



**FIG. 4**

**Add New Temporary Style**

Department: 130018 Lds Main Casual

Class: 1401 My Trous

Subclass: 1301 3/4 Coat

Style: 012445

Description: Reversible

System Number: VAT Rate: 17.50

Category: Ladies' wear Direct

Substyles >>

Existing Substyles

Substyle Code: VAT Rate: 17.50

Description:

Save Cancel Close

600

502

504

506

508

510

512

514

516

522

602

604

606

608

518

610

520

FIG. 6

**Modify Temporary Style**

Department: 130018 Lds Main Casual

Class: 1401 My Trous

Subclass: 1301 3/4 Coat

Style: Rainjacket

Description: Goretex

System Number: 0 VAT Rate: 1.00

Category: Ladies' wear Direct

Save Substyles >> Close

502

504

506

508

512

514

516

518

522

520

FIG. 7

**Link Substyle with Suppliers**

Temporary Style

Department: [220] Jerseywear-Leisurewear      System Number: 0  
 Class: [50] Sleeveless      Subclass: [10] Vests  
 Style: [77777] any      Substyle:

Suppliers

Supplier: [1008] ACME CO.      Linked Suppliers

Factory: [1] Main

Country:

Currency:      Rate: 1.00

Shipment Method:

Payment Terms:

Add      Remove

Close

800 802 804 820 822 824 826

FIG. 8

**Mail**

Mail (Inbox)

Time Received	Sender	Subject
22/08/2000 15:03:28	Malone, Maria	UNTITLED.PPT
23/08/2000 14:16:26	Business Information Service	Here's £175 reasons why you should open an ILA"
23/08/2000 14:36:40	James, Andy	FW: ISBM issues
23/08/2000 14:37:31	James, Andy	FW: ISBM issues 22-08-00
23/08/2000 14:40:45	PC Remote Software Management	***URGENT ANTIVIRUS SOFTWARE UPDATE TO YO
23/08/2000 19:08:36	Darzens, Avis	TVR Enhancements required pre SS2002
24/08/2000 12:25:50	PC Remote Software Management	***URGENT - ANTI-VIRUS SOFTWARE UPDATE POS
29/08/2000 13:58:17	Stoker, Martin	urgent

Extract Attachment      Properties      Import All & Close      Cancel

Inbox Director Contents

Import      Delete      View

1000 1002 1004 1006

FIG. 10

900

902

904

906

Acme Retail Limited					
<b>Cost Sheet - Clothing Direct Basic</b>					
Supplier	KIDZBIZ FAR EAST LTD				
Factory					
Country					
Payment Terms Percent	9				
Currency					
Shipment Method	Sea				
Product Description	Curtain Hooks				
Supplier Product Reference					
Acme Product Reference	789				
	Sterling		US Dollar		
Total Fabric / Yarn Cost		£0.00		0.00	
Product Packaging Total Cost		£0.00		0.00	
Labour		£0.00		0.00	
Margin (Including Overheads)		£0.00		0.00	
Total Ex Factory Cost		£0.00		0.00	
Nil Returns Discount		£0.00		0.00	
L/C Charges		£0.00		0.00	
Settlement Discount		£0.00		0.00	
UK Distribution		£0.00		0.00	
Contract Price		£0.00		0.00	
<b>For ACME Use Only:</b>					
Freight and Insurance		£0.00		0.00	
Import Duty		£0.00		0.00	
Reprocessing		£0.00		0.00	
Office Charge or Agents Commission		£0.00		0.00	
Final Cost Price Landed Duty Paid		£0.00		0.00	
Ref: 1370/10/50/320					

FIG. 9

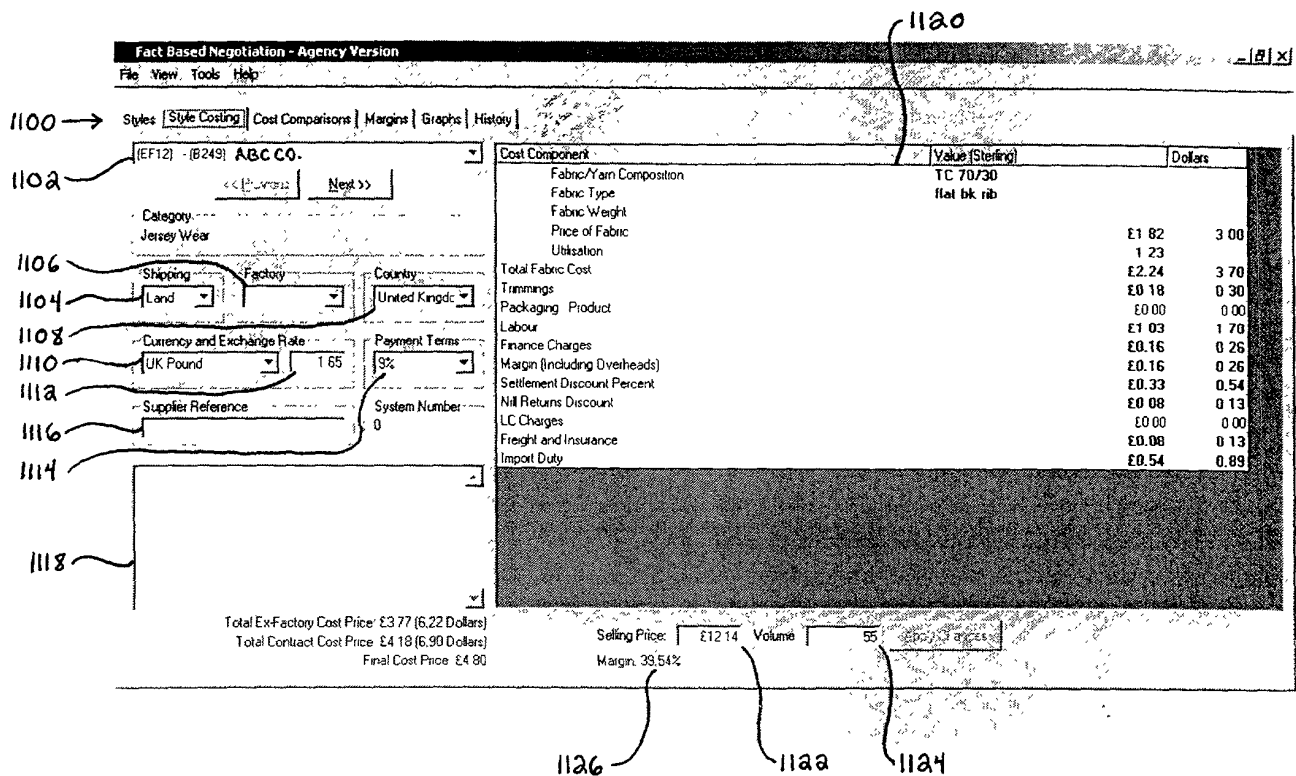


FIG. 11

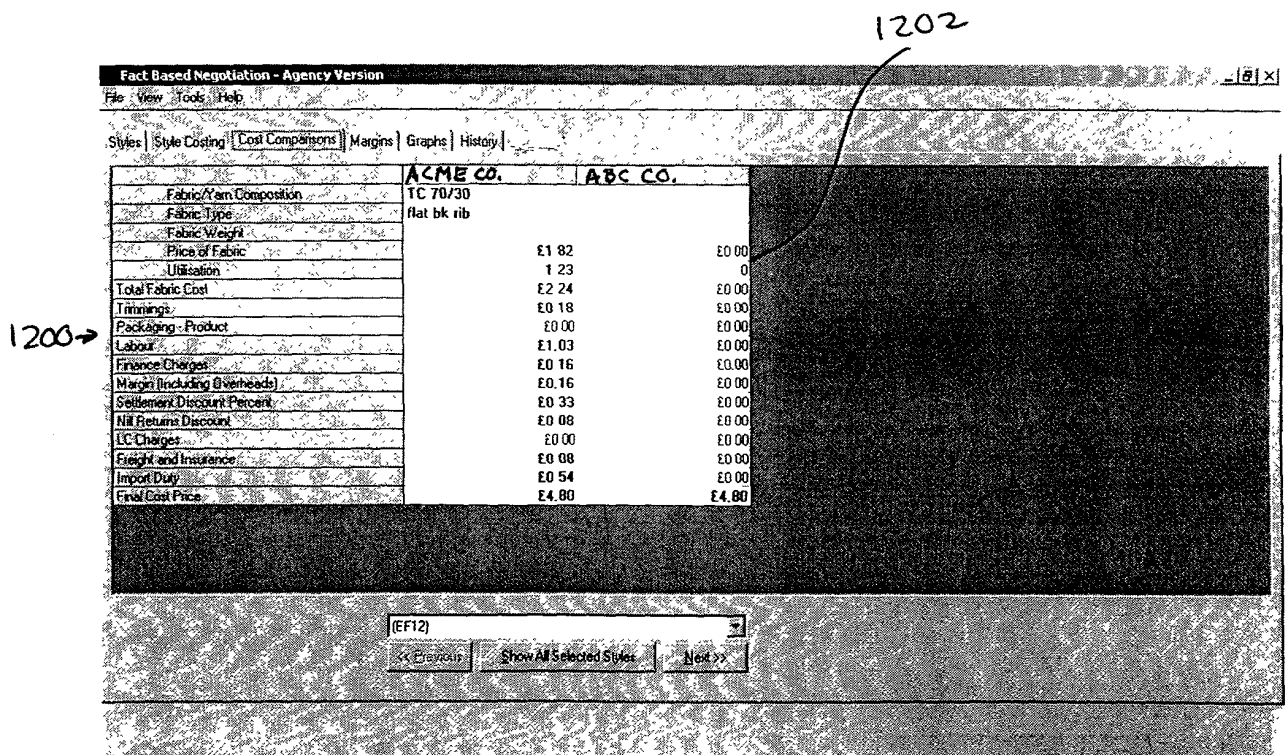


FIG. 12



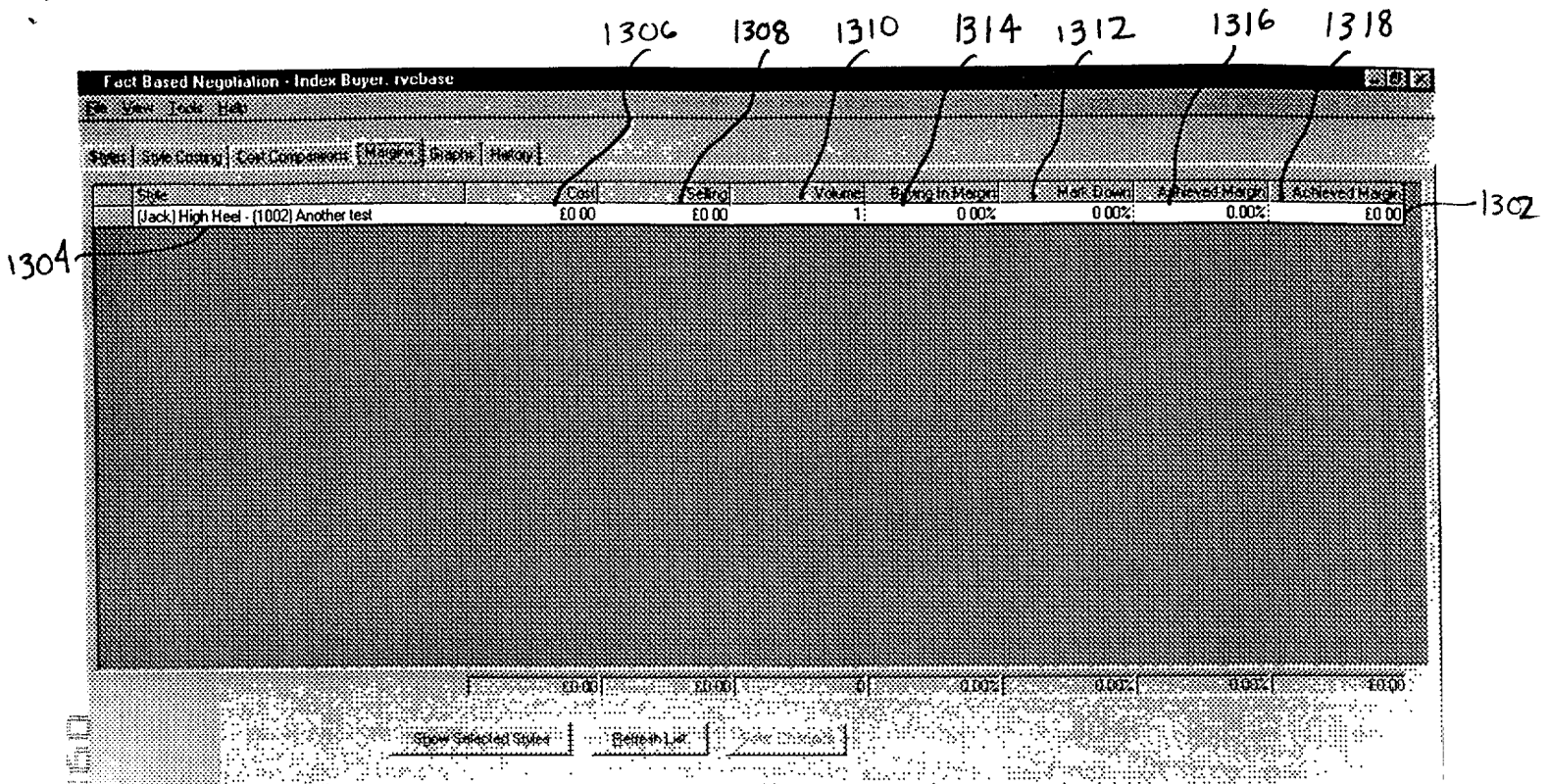


FIG. 13

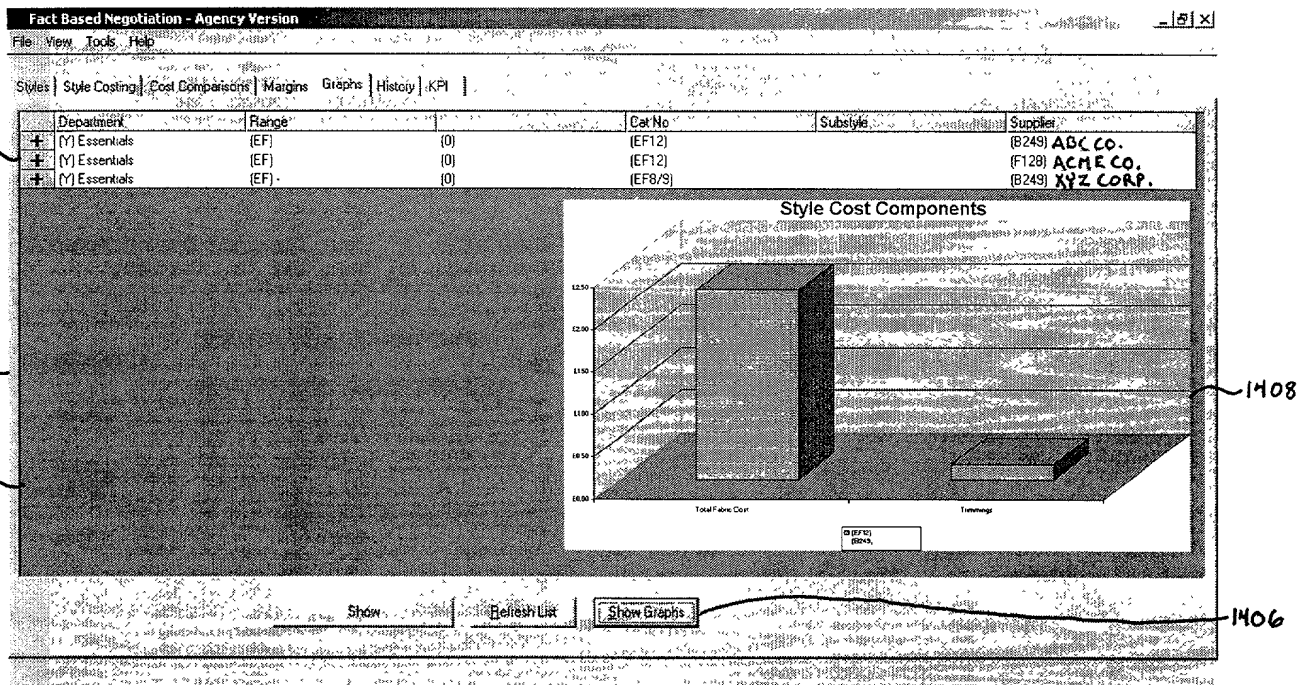


FIG. 14

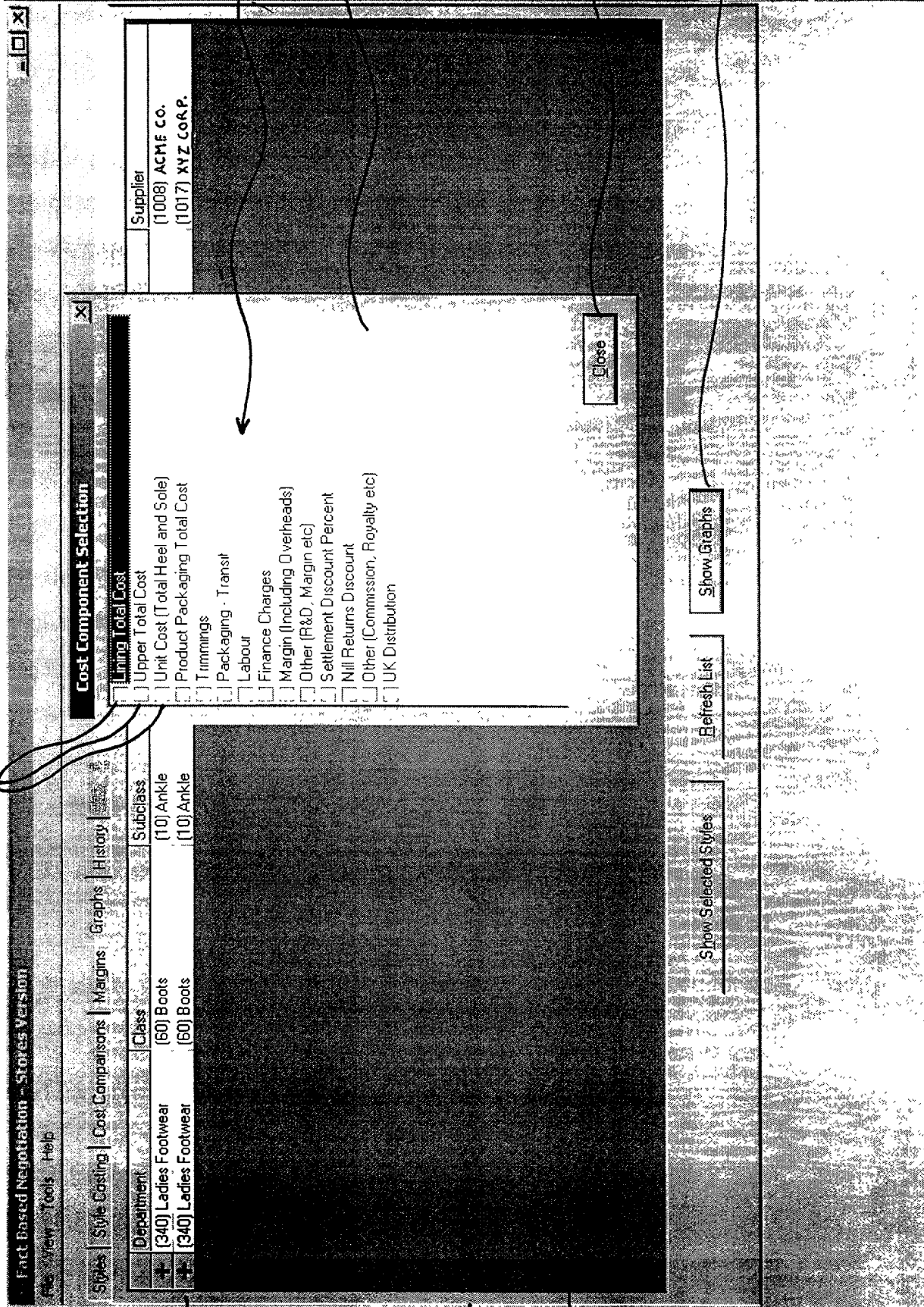


FIG. 15

0906450-0520  
T05250-05499850

1600~

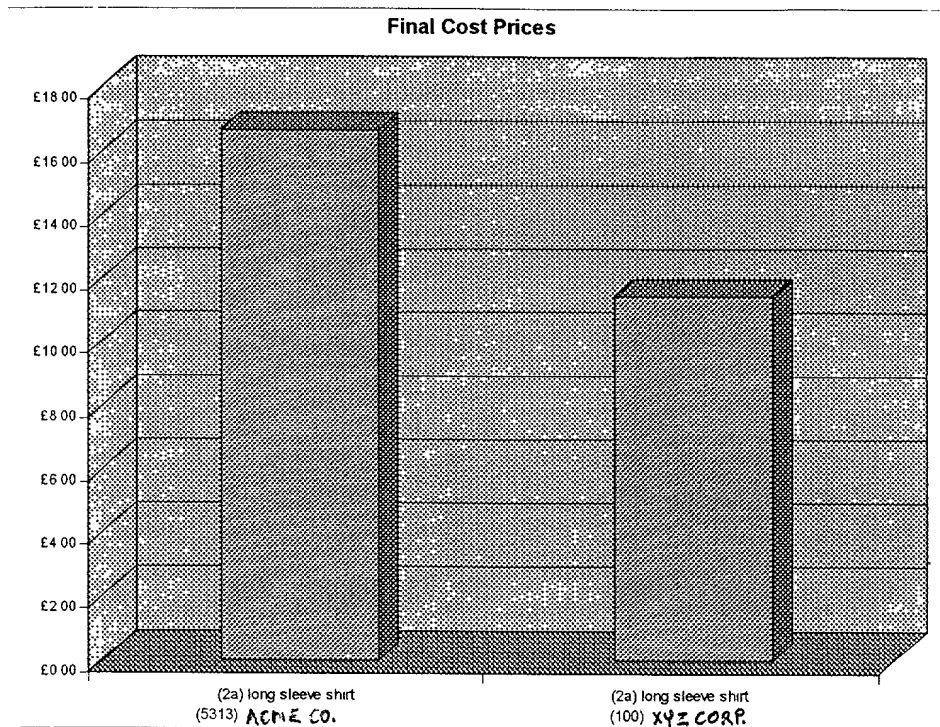


FIG. 16

1700~

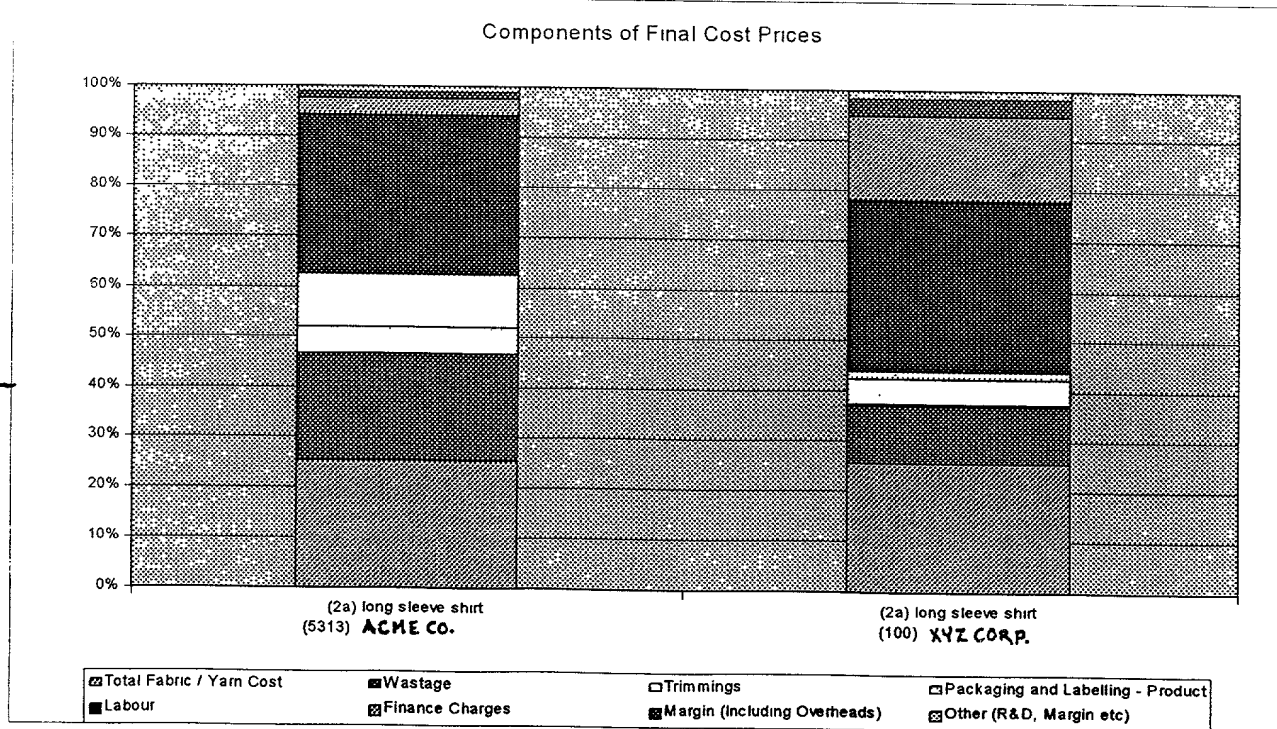


FIG. 17

## Style Cost Components

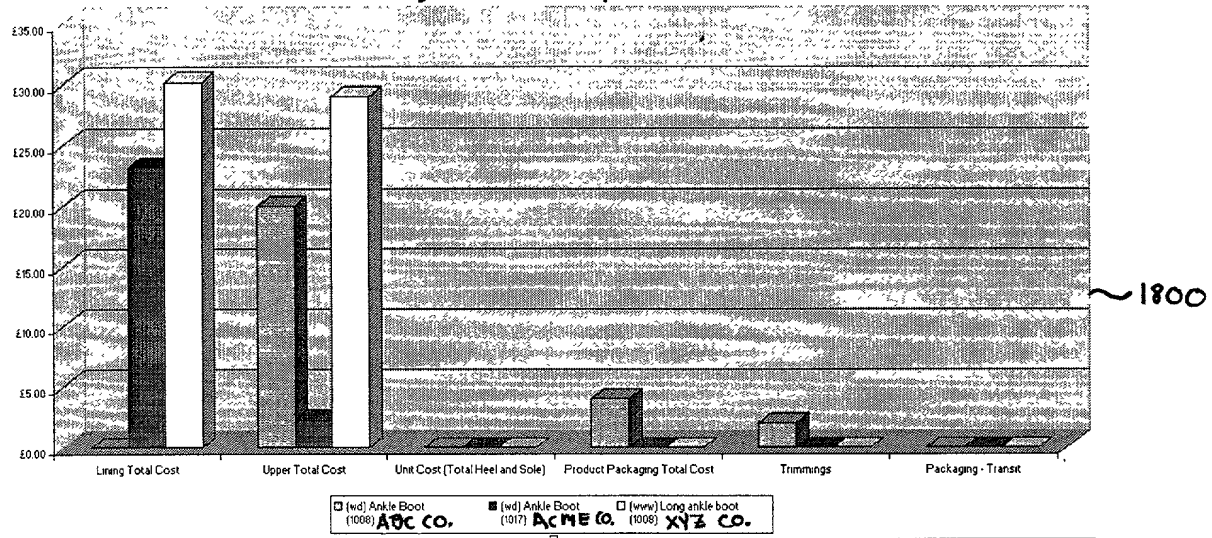


FIG. 18

Fact Based Negotiation - Stores Version

File View Tools Help

Styles | Style Costing | Cost Comparisons | Margins | Graphs | History

Supplier: (1001) ABC CO. Department: (421) Tailored Trousers

Class: (10) Polyester Subclass: (10) Plain Front

Style: (88290) Hopsack Stretch

View Level: Supplier < Style < Substyle View By: Start: 1995/01 End: 2001/04

	Totals	1999/39	1999/40	1999/41
Net Sales including VAT	£47,652.42	£7,766.00	£32,629.92	£7,256.50
Net Sales	2,865	470	1,955	440
Stock Cost Of Markdown	£0.00	£0.00	£0.00	£0.00
Sales Of Markdown	£3,331.02	£590.08	£2,176.65	£564.28
Buy Margin	£24,397.25	£4,003.43	£16,646.13	£3,747.69
Buy Margin	47.31%	47.32%	47.30%	47.32%
Net Margin	£21,066.23	£3,413.35	£14,469.47	£3,183.41
Average Cost Price	£6.68	£6.68	£6.68	£6.68
Original Selling Price	£18.00	£18.00	£18.00	£18.00
Stock On Hand	4,120,304,000,000	4,120	30,356	5,787
Projected Net Sales incl VAT				

FIG. 19